

# State of California Employment Training Panel

# Training Proposal for: BAY AREA VIDEO COALITION

Agreement Number: ET09-0280

Panel Meeting of: October 17, 2008

ETP Regional Office: San Francisco Bay Area Analyst: A. Nastari

**PROJECT PROFILE** 

Contract Type:	Retrainee Priority/Retrainee	Industry Sector(s):	Various Industries
Counties Served:	Statewide	Repeat Contractor:	⊠ Yes □ No
Union(s):	☐ Yes ⊠ No	Priority Industry:	⊠ Yes □ No

Turnover Rate %	Manager/ Supervisor %	
≤20%	5%	

### **FUNDING DETAIL**

Program Costs	Support Costs	Total ETP Funding	
\$1,312,426	\$91,076	\$1,403,502	

In-Kind Contribution
\$1,500,000

### **TRAINING PLAN TABLE**

Job		Average	Range of Hours		Average	Post-	
No.	I Jon Description I Type of Training I	No. of Trainees	Class / Lab	СВТ	Cost per Trainee	Retention Wage	
1	Retrainee	Advanced	337	24 - 160	0	\$1,123	\$14.05
		Technology		Weighted Avg: 70			
2	Retrainee	Advanced	106	24 - 160	0	\$1,315	\$14.05
	Technology			Weighted Avg: 82			
3	Retrainee	Advanced	32	24 - 160	0	\$1,171	\$14.05
		Technology		Weighted	Avg: 73		
4	Priority/Retrainee	Advanced	335	24 -160	0	\$1,835	\$14.05
		Technology		Weighted	Avg: 66		
5	Priority/Retrainee	Advanced	106	24 -160	0	\$1,724	\$14.05
		Technology		Weighted	Avg: 62		
6	Priority/Retrainee	Advanced	32	24 -160	0	\$1,585	\$14.05
		Technology		Weighted	Avg: 57		

<b>Minimum Wage by County:</b> The minimum hourly wage for the San Francisco Bay Area counties is \$14.02.		
<b>Health Benefits:</b> ☑ Yes ☐ No This is employer share of cost for healthcare premiums – medical, dental, vision.		
Used to meet the Post-Retention Wage?: ☐ Yes ☐ No ☒ Maybe		
Participating employers may use health benefits to meet the Post-Retention Wage.		
Other Benefits: Vary among participating employers		

Wage Range by Occupation				
Occupation Title	Wage Range			
3D Artist				
Animator				
Art Director				
Artist and Related Workers				
Broadcast Technicians				
Camera Assistant				
Camera Operator				
Commercial and Industrial Designers				
Communications Manager				
Computer Programmers				
Computer Support Specialists				
Designers, All Others				
Desktop Publishers				
Digital Lab Technician				

Digital Project Manager	
Game Designer	
Graphic Designer	
Graphic Staff	
Internet Operations Staff	
Media Manager	
Media Producer	
Motion Capture Technician	
Multi Media Artist and Animators	
Production Assistant	
Production, Planning, and Expediting Clerks	
Quality Control Staff	
Software Engineer	
Sound Editor	
Sound Engineer	
Tape Operator	
Television, Film, and Video Editors	
Video Preservation Technician	
Web Designer	
Webmaster	
Web Publication Designers/Desktop Publishers	

### INTRODUCTION

In this proposal, Bay Area Video Coalition (BAVC) seeks funding for retraining as outlined below:

This will be the seventh Agreement between BAVC and the ETP. BAVC, founded in 1976 by the Rockefeller Foundation, and headquartered in San Francisco, is a private, non-profit training agency. BAVC is eligible to contract with ETP under Title 22, California Code of Regulations (CCR), Section 4426(a)(6) as a training agency approved and certified by the Bureau of Private Postsecondary and Vocational Education.

Through the funding from this proposal, BAVC will provide retraining for diverse industries including services, arts and entertainment, multi-media, software development, manufacturing, and wholesale. The participating employers will be eligible for ETP funding because they provide services outside California; or in competition with providers of the same service located outside California (Title 22, CCR, Section 4416(a)(3,4). BAVC proposes to retrain 948 incumbent workers from eligible participating employers primarily located in the San Francisco Bay Area.

#### PROJECT DETAILS

#### Employer Demand

BAVC's representatives report that to date it has served 178 employers and the demand for training in multimedia continues to grow. Technology driving the Internet, computer games,

animated features, and mobile device content is continually changing. Employers must generate a workforce that is able to keep up. In order to acquire, maintain, and provide training in the most up-to-date equipment and software, BAVC regularly meets with its employer community to identify emerging trends and assess their production needs. BAVC then customizes training to address these needs. Additionally, BAVC surveys trainees after each training course to asses the relevance of the curriculum and adjust course offerings accordingly.

In recent years, BAVC has experienced an increase in employer demand for its training services across various industries. No longer are multi media skills specific to the production of videos, gaming software, and web design. These skills are essential for any employer that is conducting business via the Internet. Companies must have workers knowledgeable in designing and upgrading websites and in digital photography for images posted on the company's web pages. They must also have skills in motion graphics for the development of on-line instructional or marketing videos.

### Training Proposal

BAVC will provide 24-160 Advanced Technology (AT) classroom/laboratory training hours to eligible trainees. The menu curriculum covers 3D modeling and design software, graphic design software, web programming, and all aspects of video digital pre-production and post-production, including skills ranging from video broadcast and editing to web design and animation. BAVC houses the most advanced and high-end editing systems in the video production industry. BAVC also provides training on the latest in graphics software, including Photoshop, Illustrator, After Effects and Premiere, and on Avid's nonlinear editing Media Composer system, the standard for film and video editing.

Training in Discreet software for digital image creation, manipulation and editing is now available as well as Adobe technology software applications including Flash, Fireworks, and Dreamweaver, all of which enable trainees to create successful web sites.

The representative further reports that no more than 5% managers and/or supervisors will participate in this proposal. The managers and/or supervisors will not be executive level staff who set company policy.

### Training Facility

BAVC's 11,000 square-foot facility in San Francisco includes five computer labs where trainees can learn all aspects of digital video, web, audio, 3D, and multimedia production. BAVC's onsite staff consists of thirty-five (35) full-time workers who support BAVC's facility and provide instruction in video production, video editing, video graphics, web design, web middleware and web streaming technologies.

This project provides access to training for participating employers who cannot take equipment and staff out-of-production to utilize for training purposes; and for small businesses which often lack adequate training facilities, equipment, and in-house trainers with the necessary expertise. However, on occasion BAVC trainers will provide training at larger participating employers' sites which have adequate training facilities and are equipped with the necessary hardware and software required for the successful delivery of the training courses.

### **Advanced Technology**

BAVC requests the AT reimbursement rate of \$26 per hour for priority industries and \$22 for non-priority industries for all trainees in this proposal. BAVC reports that the average cost to

deliver the training is \$37.20 per hour. Due to the complex nature of the material, training must be given in small classes with 10 trainees or less. Class size will be capped at 10 trainees to allow in-depth coverage and personal attention from the instructor.

The proposed training is designed exclusively for highly technical professionals, such as 3D Artists, Animators, Camera Operators, Digital Lab Technicians, Game Designers, Web Developers, Media Producers, Software Engineers, and Video Preservation Technicians who work in the digital media technology industries.

The AT training will range from 24-160 hours in video production, technical courses in new media production and programming, as well as Photoshop, Flash and Final Cut Pro software programs. With the newly acquired skills and knowledge, the employees can develop, create, and maintain program systems in the latest technologies, thereby increasing the competitiveness of their employers.

#### **BPPVE Certification**

The Bureau of Private Post-secondary Education (BPPVE) became inoperative effective June 30, 2007. BAVC holds a BPPVE certificate that was in effect as of June 30, 2007 and is "grandfathered" through January 1, 2009. Thus, BAVC is eligible for ETP funding.

### **Commitment to Training**

BAVC represents that ETP funds will not displace the existing financial commitment to training of participating employers. Indeed, BAVC anticipates that the opportunity for enhanced training made possible by ETP funds will encourage an ongoing financial commitment in this area.

BAVC represents that safety training is, and will continue to be, provided in accordance with all pertinent requirements under state and federal law.

#### BAVC's Commitment

BAVC continues its plans to increase investment in its marketing activities under this new proposal, in an effort to reach out to more employers. In the last Agreement, BAVC hired a full-time Curriculum Strategist who is dedicated to refining the old and creating new curriculum courses by reaching out and meeting with employers and students alike. The result is to customize training that meets emerging trends and customer needs.

Additionally, BAVC expanded its ETP Client Services Department to include a full-time dedicated enroller and contract administrator. BAVC recently promoted its Head of ETP Client Services to Head of Workforce Development to work directly with industry, local government and other community agencies and organizations to develop and expand BAVC's workforce development programs.

#### Participating Employer Commitment

BAVC reports that participating employer resources will not be displaced by ETP funding through the proposed Agreement. In the digital media field there are scarce employer resources for training; only the largest companies can afford to provide any kind of workplace based training for employees. Small and midsized companies often are not able to provide the advanced training needed to remain competitive and on the cutting edge of technology. Essential software platforms for digital media and IT are developed and introduced at a rapid rate, often every year. The ETP funding allows employers to benefit from the state-of-the-art

certified training that BAVC offers which it normally would not be able to afford to provide to keep its companies competitive.

Some of BAVC's participating employers commit to training through in-house training programs. For example, Pixar runs Pixar University, which provides workshops for employees during lunch hour. In many ways, programs like these supplement the high-level certified training provided through ETP at BAVC and provides a framework for employees who have received ETP training to continue mentorship at work.

BAVC's representatives further report that the ETP program has been a model in Northern California, a crucial pipeline for small and mid-sized companies in order to stay current and provide state-of-the-art technology within the workplace. BAVC reports that companies who have received ETP-funded training have re-framed their business models to include ongoing mentorship and training within their companies.

### RECOMMENDATION

For the reasons set forth above, staff recommends approval of this proposal, including the approval at the AT rate for all job numbers. The ETP-funded training will support the growth of businesses that will benefit from the AT training in digital and media technologies. The training will further foster the retention of high-wage, high-skilled jobs, allowing businesses across various industries to expand their services and remain competitive in California.

### **ACTIVE PROJECTS**

The following table summarizes performance by BAVC under an active ETP Agreement:

Agreement No.	Approved Amount	Term	No. Trainees (Average)	No. Completed Training	No. Retained
ET07-0291	\$1,603,636	2/1/2007— 1/31/2009	1,030	472	472
ET08-0272	\$747,115	4/1/2008- 3/31/2010	127	0	0

ET08-0272 – This is BAVC's first At-Risk/Ex-Offender Youth and New Hire Agreement which was approved in April 2008. BAVC's representatives have been actively recruiting trainees and currently have 19 active trainees who will take between 24 to 300 hours of training, with an average of 300 hours. It is premature for BAVC to provide expected completion rates.

ET07-0291 - BAVC reports that it expects to earn approximately \$1.4 million dollars on the current Agreement or 87% of the total amount approved. Of the 1,012 approved maximum to place, BAVC has enrolled 769 trainees, 30 of whom were dropped from enrollment; 472 trainees have completed training; and the remaining 267 are either still taking training or are in retention.

### PRIOR PROJECTS

The following table summarizes performance by the BAVC under ETP Agreements that were completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned
ET05-0267	Statewide	4/1/2005 – 3/31/2007	\$1,301,577	\$1,227,100
ET03-0379	Statewide	6/30/2003 - 6/29/2005	\$1,001,076	\$873,708

BAVC earned 94% and 87% respectively in its last 2 completed projects.

### **DEVELOPMENT SERVICES**

N/A

### **ADMINISTRATIVE SERVICES**

N/A

### **TRAINING VENDORS**

N/A

### **Exhibit B: Menu Curriculum**

# Advanced Technology Class/Lab Hours

24 -160

Video Production

Basic Video Production

**Digital Camera Basics** 

**HD Camera Basics** 

Shooting Techniques I

Shooting Techniques II:

Video Production II

Lighting

Lighting II

Lighting for Interviews

Interviewing Techniques

**Producing Your Documentary** 

Planning And Managing A Video Project

**Essentials of Screenwriting** 

### Video Post Production

Introduction to Digital Editing

Introduction to Mobile Media

Video Technology

Designing a Demo Reel

Aesthetics of Editing

Aesthetics of Editing II

Final Cut Pro I - Final Cut Pro Editing

Final Cut Pro I - Extended

Final Cut Pro II – Advanced Editing Techniques in

Final Cut Pro: Color

Final Cut Pro: Experimental Techniques

HD Workflow

DVD Studio Pro - Creating DVDs

**AVID I- Media Composer Editing** 

Avid 110: Introduction to Media Composer Effects

DVD Studio Pro - DVD Studio Pro Overview

Avid I Extended

Avid Beginning Bootcamp

Avid 201: Advanced Techniques for Media Composer

Avid 210: Creating Graphics and Mattes with Adobe

Photoshop

Avid 239: Color Correction with Avid Media Composer

Avid 305: Avid Media Composer Effects

Avid Beginning Bootcamp

Avid 305: Advanced Media Composer Effects

Avid 310: Creating Graphics and Mattes with Avid

Media

Adobe Premiere Pro

Final Cut Pro: Experimental Techniques

Final Cut Pro: Color

Jitter: Interactive Video

Noise Reduction Mixing For Broadcast

Motion Graphics and Effects in Final Cut Studio

Found Footage Frenzy Video Engineering I Video Engineering II Video Engineering III

### Digital Audio

Introduction to Digital Audio

Pro Tools 101

Pro Tools 110

Pro Tools 201

Pro Tools 210

Soundtrack Pro

Audio for Video Production

**Digital Music Composition** 

Art of Sound Design

Surround Sound: Multichannel Audio

Logic

Advanced Audio Editing: Video and Film Techniques

Reason

MAX/MSP/Jitter

Ableton Live

Professional Voiceover Recording

Sound Design Workshop

Scoring Workshop

Web Audio: Podcasting

### Graphic Design

Introduction to Graphic Design

Interaction Design

InDesign I

InDesign II

Photoshop I

Photoshop II

Photoshop III

Photoshop IV

Photoshop for Nonlinear Editors

Photoshop for the Artist

Photoshop for Web Designers

Photoshop Beginner Bootcamp

Photoshop Advanced Bootcamp

Illustrator I

Illustrator II

Illustrator Bootcamp

Digital Photography: Introduction

Digital Photography: Shooting Techniques

Digital Photography: RAW Digital Photography: Workflow

Lightroom

Aperture

Visual Design 101

### Motion Graphics and Effects

Motion Graphic Design I

Motion Graphic Design II

Motion Graphics Workflow

Apple Motion

Game Project Design

After Effects I

After Effects II

After Effects III

After Effects IV

After Effects Beginner Bootcamp

After Effects Advanced Bootcamp

After Effects Intensive

Shake

AutoCAD

Cinema 4D: Introduction

Cinema 4D: Advanced Techniques

MotionBuilder: Introduction

MotionBuilder: Advanced Techniques

SketchUp

Nuke

Maya I

Maya Rendering

3D Visual Effects in Maya

Maya Modeling

Maya Character Rigging

#### Web Design

Introduction to Web Design Applications

Website Project Design

HTML I

HTML II

Dreamweaver I

Dreamweaver II

**Fireworks** 

Flash I

Flash ActionScript for Designers

Flash ActionScript I

Flash ActionScript II

Flash Video

Flash Animation

Flash Project Intensive

Flash Beginner Bootcamp

Flash Advanced Bootcamp

JavaScript I

JavaScript II

Introduction to XML

AJAX

SQL

Web Video I

Web Video II

Web Design Intensive

Drupal

Joomla

Moodle

Banner Building Intensive

Design For Mobile Devices

Web Design Workflow with CS3

Web Project Design, Workflow & Management

Video Blogging 101

### Technical Seminars in Preservation

Preservation 101S: Video Preservation and

Restoration

Preservation 201S: News Media Archiving

Preservation 210S: Moving Image Cataloging and

Access

Preservation 301S: Curating, Programming &

Repurposing Moving Image Material

### Technical Courses in Preservation

Preservation 101P: Video Restoration Preservation 201P: Handling New Media Preservation 210P: Digital Preservation and

Restoration

Preservation 301P: Advanced Projects in Preservation

### Advanced Video Game Art and Design

Introduction to Game Studies

Concept Art for Games

Storyboarding for Games

Particle Effects and Lighting

Advanced Concepts in Game Design

**Advanced Mentored Projects** 

3 Week 3D Skills Intensive

Contractor's Name: Bay Area Video Coalition CCG No.: ET09-0280 Reference No: 09-0058 Page 1 of 26 PRINT OR TYPE Company: ABS-CBN International Address: 150 Shoreline Dr City, State, Zip: Redwood City, CA 94065 Contact Person/Title: Jonas de Leon, Manager Telephone No.: 650-508-6000 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 150 Total # of full-time company employees in California: 150 Estimated # of employees to be retrained or hired under this Agreement: 10 Company: Act Now Productions Address: 501 York St City, State, Zip: San Francisco, CA 94110 Contact Person/Title: Michael Mazzaferro, Director of Finance Telephone No.: 415-871-2004 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 33 Total # of full-time company employees in California: 32 Estimated # of employees to be retrained or hired under this Agreement: 3 Company: Adobe Systems Address: Mailstop W11, 345 Park Avenue City, State, Zip: San Jose, CA 95110-2704 Contact Person/Title: Tan Matosian, Technical Training Manager Telephone No.: 408-536-3422 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 6500

Total # of full-time company employees in California: 3000

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 2 of 26

PRINT OR TYPE

Company: AKQA

Address 118 King St, 6th floor

City, State, Zip: San Francisco, CA 94107

Contact Person/Title: Vinny Abeygunawardena, Creative Services Manager

Telephone No.: 415-645-9502

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 463

Total # of full-time company employees in California: 155

Estimated # of employees to be retrained or hired under this Agreement: 15

Company: Avalon Publishing

Address: 1400 65<sup>th</sup> St Suite 250

City, State, Zip: Emeryville, CA 94608

Contact Person/Title: John Spriggs - IT Director

Telephone No.: 510-595-3664

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide 95

Total # of full-time company employees in California: 58

Estimated # of employees to be retrained or hired under this Agreement: 18

Company: Biocompare Inc

Address: 395 Oyster Pt Blvd, Ste 405

City, State, Zip: San Francisco, CA 94080

Contact Person/Title: Jason Roy, Sr Web Design

Telephone No.: 650-416-0500

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 52

Total # of full-time company employees in California: 42

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE

Company: Camp Creative

Address 300 Valley St Ste 301

City, State, Zip: Sausalito, CA 94965

Contact Person/Title: Chuck Jones, Creative Services Coordinator

Telephone No.: 415-331-5450

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 6

Total # of full-time company employees in California: 6

Estimated # of employees to be retrained or hired under this Agreement: 3

Company: Carol H Williams

Address: 555 12<sup>th</sup> St Ste 1700

City, State, Zip: Oakland, CA 94607

Contact Person/Title: Brian Petraska - Creative Services Manager

Telephone No.: 510-587-1653

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide 125

Total # of full-time company employees in California: 65

Estimated # of employees to be retrained or hired under this Agreement: 20

Company: Certain Software

Address: 1 Daniel Burnham Ct, Ste 330C

City, State, Zip: San Francisco, CA 94109

Contact Person/Title: Brett Weigl, Director of Client Services

Telephone No.: 415-345-2721

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 55

Total # of full-time company employees in California: 55

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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#### PRINT OR TYPE

Company: Chronicle Books

Address 85 Second St

City, State, Zip: San Francisco, CA 94105

Contact Person/Title: Leslie Jonath, Director of Creative Development

Telephone No.: 415-537-4200

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 170

Total # of full-time company employees in California: 170

Estimated # of employees to be retrained or hired under this Agreement: 25

Company: CNET Networks

Address: 235 Second St

City, State, Zip: San Francisco, CA 94105

Contact Person/Title: Marianne Willman - Director

Telephone No.: 415-344-2955

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 2200

Total # of full-time company employees in California: 900

Estimated # of employees to be retrained or hired under this Agreement: 50

Company: Consumer Health Interactive

Address 436 14th St, Ste 1500

City, State, Zip: San Francisco, CA 94612

Contact Person/Title: Diana Hembree, Editor In Chief

Telephone No.: 510-873-8443

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 10

Total # of full-time company employees in California: 10

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE	
Company: Cubik Media	
Address: 360 Ritch St #300.	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Dave Holley, General Manager	
Telephone No.: 415-538-9000 x116	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 26	
Total # of full-time company employees in California: 26	
Estimated # of employees to be retrained or hired under this A	Agreement: 5
Company: Current TV	
Address 118 King St	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Taryn Ching, Asst to COO	
Telephone No.: 415-995-8229	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 279	
Total # of full-time company employees in California: 258	
Estimated # of employees to be retrained or hired under this A	Agreement: 35
Company: Delphi Productions	
Address: 950 West Tower Ave	

Address: 950 West Tower Ave

City, State, Zip: Alameda, CA 94501

Contact Person/Title: Nora Lam, HR Mgr

Telephone No.: 510-749-6890

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 74

Total # of full-time company employees in California: 74

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE	
Company: Digidesign	
Address: 2001 Junipero Serra Blvd	
City, State, Zip: Daly City, CA 94014	
Contact Person/Title: Jennifer Feri, HR Director	
Telephone No.: 650-731-6473	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 800	
Total # of full-time company employees in California: 550	
Estimated # of employees to be retrained or hired under this A	Agreement: 50
Company: Digital Pickle	
Address: 1169 Howard St	
City, State, Zip: San Francisco, CA 94103	
Contact Person/Title: Angie Holm, Film Department Manager	
Telephone No.: 415-861-4565	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 10	
Total # of full-time company employees in California: 10	
Estimated # of employees to be retrained or hired under this A	Agreement: 6

Company: Edelman Productions

Address: 400 Tamal Plaza #420

City, State, Zip: Corte Madera, CA 94925

Contact Person/Title: Natalie Acevedo, Human Resources Manager

Telephone No.: 415-924-8000

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 109

Total # of full-time company employees in California: 51

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE	
Company: Eleven Inc	
Address 445 Bush St	
City, State, Zip: San Francisco, CA 94108	
Contact Person/Title: Heidi Taglio, HR Director	
Telephone No.: 415-707-1151	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 50	
Total # of fall time company employees wondwide. 50	
Total # of full-time company employees in California: 50	
	Agreement: 10
Total # of full-time company employees in California: 50	Agreement: 10
Total # of full-time company employees in California: 50	Agreement: 10
Total # of full-time company employees in California: 50 Estimated # of employees to be retrained or hired under this	Agreement: 10
Total # of full-time company employees in California: 50 Estimated # of employees to be retrained or hired under this Company: EVB	Agreement: 10
Total # of full-time company employees in California: 50 Estimated # of employees to be retrained or hired under this Company: EVB Address 1596 Howard St	Agreement: 10
Total # of full-time company employees in California: 50  Estimated # of employees to be retrained or hired under this  Company: EVB  Address 1596 Howard St  City, State, Zip: San Francisco, CA 94103	Agreement: 10
Total # of full-time company employees in California: 50  Estimated # of employees to be retrained or hired under this  Company: EVB  Address 1596 Howard St  City, State, Zip: San Francisco, CA 94103  Contact Person/Title: Nuria Guerra, HR Operations	Agreement: 10
Total # of full-time company employees in California: 50  Estimated # of employees to be retrained or hired under this  Company: EVB  Address 1596 Howard St  City, State, Zip: San Francisco, CA 94103  Contact Person/Title: Nuria Guerra, HR Operations  Telephone No.: 415-856-8106	Agreement: 10
Total # of full-time company employees in California: 50  Estimated # of employees to be retrained or hired under this  Company: EVB  Address 1596 Howard St  City, State, Zip: San Francisco, CA 94103  Contact Person/Title: Nuria Guerra, HR Operations  Telephone No.: 415-856-8106  Collective Bargaining Agreement(s): No	Agreement: 10

Company: Eveo, Inc

Address: 1725 Montgomery St, Ste 205

City, State, Zip: San Francisco, CA 94111

Contact Person/Title: Linda Park, Producer

Telephone No.: 415-263-4630

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 30

Total # of full-time company employees in California: 27

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE	
Company: Exploratorium	
Address: 3601 Lyon St	
City, State, Zip: San Francisco, CA 94123	
Contact Person/Title: Dennis M Bartels, Executive Director	
Telephone No.: 415-363-0447	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 184	
Total # of full-time company employees in California: 184	
Estimated # of employees to be retrained or hired under this A	Agreement: 15
Company: Frameline	
Address: 145 Ninth Street, Suite 300	
City, State, Zip: San Francisco, CA 94103	
Contact Person/Title: Chris Kelleher, Office Manager	
Telephone No.: 415-703-8650	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 11	
Total # of full-time company employees in California: 11	
Estimated # of employees to be retrained or hired under this A	Agreement: 6

Company: Free Range Graphics

Address 2748 Adeline St Ste A

City, State, Zip: Berkeley, CA 94703

Contact Person/Title: Peter Hamm - Office Manager

Telephone No.: 202-234-5615

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 25

Total # of full-time company employees in California: 9

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
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PRINT OR TYPE	
Company: Golden Gate National Parks Conservancy	
Address: Building 201, Fort Mason	
City, State, Zip: San Francisco, CA 94123	
Contact Person/Title: Ryan Jones, Program Coordinator	
Telephone No.: 415-561-3000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 240	
Total # of full-time company employees in California: 240	
Estimated # of employees to be retrained or hired under this A	Agreement:4
Company: Goodby, Silverstein & Partners	
Address: 720 California St	
City, State, Zip: San Francisco, CA 94108	
Contact Person/Title: Rebecca Klienman – HR Manager	
Telephone No.: 415-955-6064	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 351	
Total # of full-time company employees in California: 321	
Estimated # of employees to be retrained or hired under this A	Agreement: 35
Company: Hal Riney & Partners, Inc	
Address: 2001 The Embarcadero	
City, State, Zip: San Francisco, CA 94133	
Contact Person/Title: Benjamin Mullins, Assistant Producer	
Telephone No.: 415-732-3675	
Collective Bargaining Agreement(s): No	

Total # of full-time company employees worldwide: 90

Total # of full-time company employees in California: 90

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 10 of 26
PRINT OR TYPE	
Company: Hoffman Lewis	
Address 1725 Motgomery St	
City, State, Zip: San Francisco, CA 94111	
Contact Person/Title: Randy Hanks, Executive Producer	
Telephone No.: 415-543-8140	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 90	
Total # of full-time company employees in California: 65	
	graamanti 0
Estimated # of employees to be retrained or hired under this A	greenient. o
Company: IDEO, Inc	
Address: 100 Forest Ave	
City, State, Zip: Palo Alto, CA 94301	
Contact Person/Title: Christy Roberts, Training Manager	
Telephone No.: 650-289-3698	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide 506	
Total # of full-time company employees in California: 304	
Estimated # of employees to be retrained or hired under this A	greement: 5
Company ITVC	
Company: ITVS	
Address: 651 Brannan St, #410  City, State, Zip: San Francisco CA 94107	
Contact Person/Title: Margie Chung, Business Manager	
Telephone No.: 415-356-8383	
Collective Bargaining Agreement(s): No  Total # of full time company ampleyees worldwide: 50	
Total # of full-time company employees worldwide: 50	
Total # of full-time company employees in California: 50	
Estimated # of employees to be retrained or hired under this	Agreement: 3

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 11 of 26

PRINT OR TYPE

Company: KBWB

Address: 2500 Marin St

City, State, Zip: San Francisco, CA 94124

Contact Person/Title: Sheelee Chew - HR Director

Telephone No.: 415-826-8900

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 45

Total # of full-time company employees in California: 45

Estimated # of employees to be retrained or hired under this Agreement: 10

Company: Kenwood Group

Address: 75 Varney PI

City, State, Zip: San Francisco, CA 94107

Contact Person/Title: Gary Goodman - Business Mgr

Telephone No.: 415-957-5333

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 16

Total # of full-time company employees in California: 16

Estimated # of employees to be retrained or hired under this Agreement: 3

Company: KNTV

Address: 2450 N First St

City, State, Zip: San Jose, CA 95131

Contact Person/Title: Judy Betro - Director of HR

Telephone No.: 408-432-4580

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 200

Total # of full-time company employees in California: 200

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 12 of 26

PRINT OR TYPE

Company: KTVU Fox 2

Address: 2 Jack London Square

City, State, Zip: Oakland, CA 94607

Contact Person/Title: Marc Martinez, Operations Manager

Telephone No.: 510-874-0277

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 280

Total # of full-time company employees in California: 280

Estimated # of employees to be retrained or hired under this Agreement: 20

Company: KXTV News 10

Address: 400 Broadway

City, State, Zip: Sacramento, CA 95818

Contact Person/Title: Shari Kaye - Human Resources Mgr

Telephone No.: 916-441-2345

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide:149

Total # of full-time company employees in California: 149

Estimated # of employees to be retrained or hired under this Agreement:5

Company: Lincoln Broadcasting

Address: 100 Valley Drive

City, State, Zip: San Francisco, CA 94005

Contact Person/Title: Shirley Klippel, Director of Human Resources

Telephone No.: 415-468-2626

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 120

Total # of full-time company employees in California:120

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 13 of 26
PRINT OR TYPE	
Company: Linus Group	
A LL 2007 7 <sup>th</sup> Or Or I'r A	

Address: 2607 7<sup>th</sup> St, Studio A

City, State, Zip: Berkeley, CA 94710

Contact Person/Title: Aumarie Benipayo, Account Supervisor

Telephone No.: 510-849-1078

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 6

Total # of full-time company employees in California: 6

Estimated # of employees to be retrained or hired under this Agreement:3

Company: Lucas Film

Address: 5858 Lucas Valley Road

City, State, Zip: Nicasio, CA 94946

Contact Person/Title: Kate Shaw, Digital Training Manager

Telephone No.: 415-448-3768

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 981

Total # of full-time company employees in California: 981

Estimated # of employees to be retrained or hired under this Agreement: 16

Company: LUX Design

Address: 521 7<sup>th</sup> St

City, State, Zip: San Francisco, CA 94110

Contact Person/Title: Jim Taylor, Account Director

Telephone No.: 415-864-2222

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 9

Total # of full-time company employees in California: 9

(211 1005)	
Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 14 of 26
PRINT OR TYPE	
Company: MacPherson's Wholesale Art Supplies Dist	
Address: 1351 Ocean Ave	
City, State, Zip: Emeryville, CA 94608	
Contact Person/Title: Barbara Forde, HR Director	
Telephone No.: 510-768-6604	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 180	
Total # of full-time company employees in California: 50	
Estimated # of employees to be retrained or hired under this Agre	eement: 5
Company: McCune Audio Video	
Address: 101 Utah Avenue	
City, State, Zip: South San Francisco, CA 94080	
Contact Person/Title: Allan McCune, Owner	
Telephone No.: 650-873-1111	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 63	
Total # of full-time company employees in California: 63	
Estimated # of employees to be retrained or hired under this Agre	eement: 5
Company: Mekanism, Inc	
Address: 444 Townsend St	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Stef Smith, Executive Producer	
Telephone No.: 415-908-4000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 18	
Total # of full-time company employees in California: 18	
Estimated # of employees to be retrained or hired under this Agre	eement: 6

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 15 of 26

PRINT OR TYPE

Company: NAMCO Networks America, Inc

Address: 1740 Technology Dr, Ste 320

City, State, Zip: San Jose, CA 95110

Contact Person/Title: Michele Riha, HR Manager

Telephone No.: 408-200-7700

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 141

Total # of full-time company employees in California: 140

Estimated # of employees to be retrained or hired under this Agreement: 30

Company: NIA Creative

Address: 5165 Johnson Dr, Ste 100

City, State, Zip: Pleasanton, CA 94588

Contact Person/Title: Jennifer Finetti, Business Manager

Telephone No.: 707-996-9474

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 9

Total # of full-time company employees in California: 9

Estimated # of employees to be retrained or hired under this Agreement: 1

Company: Oddball Film and Video

Address: 275 Capp Street

City, State, Zip: San Francisco, CA 94110

Contact Person/Title: Robert Chehoski, Office Manager

Telephone No.: 415-558-8112

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 3

Total # of full-time company employees in California: 3

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058	Page 16 of 26

PRINT OR TYPE

Company: Omneon Video Networks

Address: 965 Stewart Dr

City, State, Zip: Sunnyvale, CA 94085

Contact Person/Title: Mona Stefanik, Payroll and Benefits Administrator

Telephone No.: 408-585-5764

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 250

Total # of full-time company employees in California: 128

Estimated # of employees to be retrained or hired under this Agreement: 10

Company: Pacific Media

Address: 3100 Coronado Drive

City, State, Zip: Santa Clara, CA 95054

Contact Person/Title: Minh Miran, Office Manager

Telephone No.: 408-987-4000

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 7

Total # of full-time company employees in California: 7

Estimated # of employees to be retrained or hired under this Agreement: 7

Company: Pacific News Service

Address: 275 Ninth Street

City, State, Zip: San Francisco, CA 94103

Contact Person/Title: Patricia Johnson, CFO

Telephone No.: 415-503-4170

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 45

Total # of full-time company employees in California: 45

Contractor's Name: Bay Area Video Coalition

Reference No: 09-0058

CCG No.: ET09-0280

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PRINT OR TYPE

Company: PIXAR

Address: 1200 Park Avenue

City, State, Zip: Emeryville, CA 94608

Contact Person/Title: Elyse Klaidman, Dean of Art And Film

Telephone No.: 510-922-3596

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 900

Total # of full-time company employees in California: 890

Estimated # of employees to be retrained or hired under this Agreement: 35

Company: Podshow Inc

Address: 577 2<sup>nd</sup> St Ste 203

City, State, Zip: San Francisco, CA 94107

Contact Person/Title: Rosie Panzarello, HR/Office Mgr

Telephone No.: 415-247-8608

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 69

Total # of full-time company employees in California: 58

Estimated # of employees to be retrained or hired under this Agreement: 10

Company: Premier Retail Networks

Address: 600 Harrison Street

City, State, Zip: San Francisco, CA 94107

Contact Person/Title: Christine Stout, HR Director

Telephone No: 415-808-9154

Collective Bargaining Agreement(s): No

Total # of full-time company employees worldwide: 220

Total # of full-time company employees in California: 170

Contractor's Name: Bay Area Video Coalition	CCG No.: ET09-0280
Reference No: 09-0058  PRINT OR TYPE	Page 18 of 26
Company: Prowest Media Corporation	
Address: 444 De Haro St, #123	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: George Leet, Director of Digital Media	
Telephone No.: 415-437-9800	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 15	
Total # of full-time company employees in California: 15	
Estimated # of employees to be retrained or hired under this Agre	eement: 2
Company: Punchcut	
Address: 228 Grant St, Floor 5	
City, State, Zip: San Francisco, CA 94108	
Contact Person/Title: Kiyoshi Kusama, Accounting Manager	
Telephone No.: 415-445-8855 x145	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 16	
Total # of full-time company employees in California: 16	
Estimated # of employees to be retrained or hired under this Agre	eement: 12
Company: Radium	
Address: 128 King St, 3 <sup>rd</sup> floor	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Laura Franek, Resource Manager	
Telephone No.: 415-558-6900	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 60	
Total # of full-time company employees in California: 29	
Estimated # of employees to be retrained or hired under this Agre	eement: 10

Reference No: 09-0058  PRINT OR TYPE  Company: Rough House Editorial  Address: 39 Mesa Street #212, Presidio  City, State, Zip: San Francisco, CA 94129  Contact Person/Title: Michael Pickman-Thoon, Owner  Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16  Total # of full-time company employees in California: 16	26
Company: Rough House Editorial  Address: 39 Mesa Street #212, Presidio  City, State, Zip: San Francisco, CA 94129  Contact Person/Title: Michael Pickman-Thoon, Owner  Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
Address: 39 Mesa Street #212, Presidio  City, State, Zip: San Francisco, CA 94129  Contact Person/Title: Michael Pickman-Thoon, Owner  Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
City, State, Zip: San Francisco, CA 94129  Contact Person/Title: Michael Pickman-Thoon, Owner  Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
Contact Person/Title: Michael Pickman-Thoon, Owner  Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
Telephone No.: 415-551-4544  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 16	
Total # of full-time company employees worldwide: 16	
Total # of full-time company employees in Galifornia. To	
Estimated # of employees to be retrained or hired under this Agreement: 4	
Company: San Francisco Film Society	
Address: 39 Mesa St, Ste 110	
City, State, Zip: San Francisco, CA 94129	
Contact Person/Title: Sarah Bernat, Office Manager	
Telephone No.: 415-561-5000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 20	
Total # of full-time company employees in California: 20	
Estimated # of employees to be retrained or hired under this Agreement: 10	
Company: Shogakukan Productions and Entertainment (VIZ)	
Address: 295 Bay Street	
City, State, Zip: San Francisco, CA 94133	
Contact Person/Title: Kimberly Taylor, HR Director	
Telephone No.: 415-546-7073	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 150	
Total # of full-time company employees in California: 148	
Estimated # of employees to be retrained or hired under this Agreement: 45	

Contractor's Name: BAY AREA VIDEO COALITION	CCG No.: ET09-0280
Reference No: 09-0058  PRINT OR TYPE	Page 20 of 26
Company: Smith And Hawken	
Address: 4 Hamilton Landing, Ste 100	
City, State, Zip: Novato, CA 94949	
Contact Person/Title: Karen Boudrie, HR Generalist	
Telephone No.: 415-506-3837	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 455	
Total # of full-time company employees in California: 163	
Estimated # of employees to be retrained or hired under this Agree	ement: 4
Company: Socratic Technologies	
Address: 2505 Mariposa Street	
City, State, Zip: San Francisco, CA 94110	
Contact Person/Title: Michael Gray, Owner	
Telephone No.: 415-430-2200	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 50	
Total # of full-time company employees in California: 45	
Estimated # of employees to be retrained or hired under this Agree	ement: 2
Company: Storia Inc	
Address: 2600 Tenth St	
City, State, Zip: Berkeley, CA 94710	
Contact Person/Title: Ashley Porter, Coordinator	
Telephone No.: 510-705-8570	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 2	
Total # of full-time company employees in California:2	
Estimated # of employees to be retrained or hired under this Agree	ement: 2

Contractor's Name: BAY AREA VIDEO COALITION	CCG No.: ET09-0280
Reference No: 09-0058  PRINT OR TYPE	Page 21 of 26
Company: Teak, LLC	
Address: 330 Jackson St	
City, State, Zip: San Francisco, CA 94111	
Contact Person/Title: Daniel Figueroa, Assistant Editor	
Telephone No.: 415-284-8486	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 18	
Total # of full-time company employees in California: 18	
Estimated # of employees to be retrained or hired under this Agree	ement: 12
Company: Technical Instruments	
Address: 1826 Rollins Rd	
City, State, Zip: Burlingame, CA 94010	
Contact Person/Title: Lisa Yan, Marketing Manager	
Telephone No.: 650-651-3000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 27	
Total # of full-time company employees in California: 26	
Estimated # of employees to be retrained or hired under this Agree	ement: 1
Company: Think Twice	
Address: 300 Montgomery St, Ste 700	
City, State, Zip: San Francisco, CA 94104	
Contact Person/Title: Paul Endo, President	
Telephone No.: 415-834-2000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 15	
Total # of full-time company employees in California: 15	
Estimated # of employees to be retrained or hired under this Agree	ement: 9

Contractor's Name: BAY AREA VIDEO COALITION Reference No: 09-0058	CCG No.: ET09-0280 Page 22 of 26
PRINT OR TYPE	1 age 22 of 20
Company: Tippett Studio	
Address: 2741 10 <sup>th</sup> St	
City, State, Zip: Berkeley, CA 94710	
Contact Person/Title: Michael Cullen, Human Resources Manager	r
Telephone No.: 510-649-9711	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 175	
Total # of full-time company employees in California: 175	
Estimated # of employees to be retrained or hired under this Agree	ement: 5
Company: Total Media Group	
Address: 432 North Canal Street #12	
City, State, Zip: South San Francisco, CA 94080	
Contact Person/Title: Tomoko Lee, General Manager	
Telephone No.: 650-383-8236	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 18	
Total # of full-time company employees in California: 18	
Estimated # of employees to be retrained or hired under this Agree	ement: 9
Company: Ubi Soft	
Address: 625 Third St	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Melissa Belanger, HR Manager	
Telephone No.: 415-547-4000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 3500	
Total # of full-time company employees in California: 200	
Estimated # of employees to be retrained or hired under this Agree	ement: 20

Contractor's Name: BAY AREA VIDEO COALITION Reference No: 09-0058	CCG No.: ET09-0280 Page 23 of 26
PRINT OR TYPE	Fage 23 01 20
Company: Umlaut Films	
Address: 123 Townsend St, Ste 100	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: Heather Gibbons, Producer	
Telephone No.: 415-777-0123	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 11	
Total # of full-time company employees in California: 11	
Estimated # of employees to be retrained or hired under this Agree	ement: 3
Company: Van Meter Williams Pollack	
Address: 18 De Boom – First Floor	
City, State, Zip: San Francisco, CA 94109	
Contact Person/Title: Ilaria Salvadori, Urban Designer	
Telephone No.: 415-974-5352 ex 206	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 32	
Total # of full-time company employees in California: 25	
Estimated # of employees to be retrained or hired under this Agree	ement: 10
Company: Vehicle585	
Address: 275 6 <sup>th</sup> St	
City, State, Zip: San Francisco, CA 94103	
Contact Person/Title: Beth Stevens, Operations Manager	
Telephone No.: 415-777-5560 x10	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 11	
Total # of full-time company employees in California: 11	
Estimated # of employees to be retrained or hired under this Agree	ement:1

Reference No: 09-0058 PRINT OR TYPE Company: Venables, Bell & Partners  Address: 201 Post St, 2 <sup>nd</sup> floor City, State, Zip: San Francisco, CA 94108 Contact Person/Title: Audra Bert, HR Director Telephone No.: 415-962-3005 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 120 Total # of full-time company employees in California: 120 Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts Address: 55 Francisco St, Ste 200 City, State, Zip: San Francisco, CA 94133 Contact Person/Title: David Weissman, General Manager Telephone No.: 650-363-8700 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 20 Total # of full-time company employees in California: 20 Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design Address: 401 Terry Francois, Ste 212 City, State, Zip: San Francisco, CA 94158 Contact Person/Title: Craig Davini, Office Manager Telephone No.: 415-546-7707 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 28 Total # of full-time company employees in California: 24 Estimated # of employees to be retrained or hired under this Agreement: 4	Contractor's Name: BAY AREA VIDEO COALITION	CCG No.: ET09-0280
Company: Venables, Bell & Partners  Address: 201 Post St, 2 <sup>rd</sup> floor  City, State, Zip: San Francisco, CA 94108  Contact Person/Title: Audra Bert, HR Director  Telephone No.: 415-962-3005  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 120  Total # of full-time company employees in California: 120  Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts  Address: 55 Francisco St, Ste 200  City, State, Zip: San Francisco, CA 94133  Contact Person/Title: David Weissman, General Manager  Telephone No.: 650-363-8700  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 20  Total # of full-time company employees in California: 20  Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design  Address: 401 Terry Francois, Ste 212  City, State, Zip: San Francisco, CA 94158  Contact Person/Title: Craig Davini, Office Manager  Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28  Total # of full-time company employees worldwide: 28  Total # of full-time company employees worldwide: 28  Total # of full-time company employees in California: 24		Page 24 of 26
Address: 201 Post St, 2 <sup>nd</sup> floor  City, State, Zip: San Francisco, CA 94108  Contact Person/Title: Audra Bert, HR Director  Telephone No.: 415-962-3005  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 120  Total # of full-time company employees in California: 120  Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts  Address: 55 Francisco St, Ste 200  City, State, Zip: San Francisco, CA 94133  Contact Person/Title: David Weissman, General Manager  Telephone No.: 650-363-8700  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 20  Total # of full-time company employees in California: 20  Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design  Address: 401 Terry Francois, Ste 212  City, State, Zip: San Francisco, CA 94158  Contact Person/Title: Craig Davini, Office Manager  Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28  Total # of full-time company employees worldwide: 28  Total # of full-time company employees in California: 24		
City, State, Zip: San Francisco, CA 94108  Contact Person/Title: Audra Bert, HR Director  Telephone No.: 415-962-3005  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 120  Total # of full-time company employees in California: 120  Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts  Address: 55 Francisco St, Ste 200  City, State, Zip: San Francisco, CA 94133  Contact Person/Title: David Weissman, General Manager  Telephone No.: 650-363-8700  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 20  Total # of full-time company employees in California: 20  Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design  Address: 401 Terry Francois, Ste 212  City, State, Zip: San Francisco, CA 94158  Contact Person/Title: Craig Davini, Office Manager  Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28		
Contact Person/Title: Audra Bert, HR Director Telephone No.: 415-962-3005 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 120 Total # of full-time company employees in California: 120 Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts Address: 55 Francisco St, Ste 200 City, State, Zip: San Francisco, CA 94133 Contact Person/Title: David Weissman, General Manager Telephone No.: 650-363-8700 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 20 Total # of full-time company employees in California: 20 Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design Address: 401 Terry Francois, Ste 212 City, State, Zip: San Francisco, CA 94158 Contact Person/Title: Craig Davini, Office Manager Telephone No.: 415-546-7707 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 28 Total # of full-time company employees in California: 24	,	
Telephone No.: 415-962-3005  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 120  Total # of full-time company employees in California: 120  Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts  Address: 55 Francisco St, Ste 200  City, State, Zip: San Francisco, CA 94133  Contact Person/Title: David Weissman, General Manager  Telephone No.: 650-363-8700  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 20  Total # of full-time company employees in California: 20  Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design  Address: 401 Terry Francois, Ste 212  City, State, Zip: San Francisco, CA 94158  Contact Person/Title: Craig Davini, Office Manager  Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28  Total # of full-time company employees worldwide: 28  Total # of full-time company employees worldwide: 28		
Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 120 Total # of full-time company employees in California: 120 Estimated # of employees to be retrained or hired under this Agreement: 10  Company: Video Arts Address: 55 Francisco St, Ste 200 City, State, Zip: San Francisco, CA 94133 Contact Person/Title: David Weissman, General Manager Telephone No.: 650-363-8700 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 20 Total # of full-time company employees in California: 20 Estimated # of employees to be retrained or hired under this Agreement: 2  Company: Webb Design Address: 401 Terry Francois, Ste 212 City, State, Zip: San Francisco, CA 94158 Contact Person/Title: Craig Davini, Office Manager Telephone No.: 415-546-7707 Collective Bargaining Agreement(s): No Total # of full-time company employees worldwide: 28 Total # of full-time company employees worldwide: 28	, <u> </u>	
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City, State, Zip: San Francisco, CA 94158  Contact Person/Title: Craig Davini, Office Manager  Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28  Total # of full-time company employees in California: 24	Company: Webb Design	
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Telephone No.: 415-546-7707  Collective Bargaining Agreement(s): No  Total # of full-time company employees worldwide: 28  Total # of full-time company employees in California: 24	City, State, Zip: San Francisco, CA 94158	
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Total # of full-time company employees worldwide: 28  Total # of full-time company employees in California: 24	Telephone No.: 415-546-7707	
Total # of full-time company employees in California: 24	Collective Bargaining Agreement(s): No	
	Total # of full-time company employees worldwide: 28	
Estimated # of employees to be retrained or hired under this Agreement: 4	Total # of full-time company employees in California: 24	
	Estimated # of employees to be retrained or hired under this Agreen	nent: 4

Contractor's Name: BAY AREA VIDEO COALITION  Reference No: 09-0058	CCG No.: ET09-0280 Page 25 of 26
PRINT OR TYPE	r age 23 01 20
Company: Wild Brain	
Address: 660 Alabama, 4 <sup>th</sup> floor	
City, State, Zip: San Francisco, CA 94110	
Contact Person/Title: Allison Brown, Resource Manager	
Telephone No.: 415-553-8000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 52	
Total # of full-time company employees in California:52	
Estimated # of employees to be retrained or hired under this Agree	ement: 10
Company: Williams Sonoma	
Address: 3250 Van Ness Ave	
City, State, Zip: San Francisco, CA 94109	
Contact Person/Title: Jeanette Aden, Training Coordinator	
Telephone No.: 415-616-8608	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 8267	
Total # of full-time company employees in California: 2232	
Estimated # of employees to be retrained or hired under this Agree	ement: 20
Company: Zazzle.com, Inc	
Address: 1900 Seaport Blvd., 4 <sup>th</sup> floor	
City, State, Zip: Redwood City, CA 94063	
Contact Person/Title: Jonathan Wood – Project Manager	
Telephone No.: 650-872-8000	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 190	
Total # of full-time company employees in California: 189	
Estimated # of employees to be retrained or hired under this Agree	ement: 25

Contractor's Name: BAY AREA VIDEO COALITION	CCG No.: E109-0280
Reference No: 09-0058	Page 26 of 26
PRINT OR TYPE Company: <b>Zinio LLC</b>	
Address: 139 Townsend St, 3 <sup>rd</sup> floor	
City, State, Zip: San Francisco, CA 94107	
Contact Person/Title: David Scott, Assistant Production Manager	
Telephone No.: 415-494-2711	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide: 32	
Total # of full-time company employees in California: 28	
Estimated # of employees to be retrained or hired under this Agreement	t: 13
Company:	
Address:	
City, State, Zip:	
Contact Person/Title:	
Telephone No.:	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide:	
Total # of full-time company employees in California:	
Estimated # of employees to be retrained or hired under this Agreement	t:
Company:	
Address:	
City, State, Zip:	
Contact Person/Title:	
Telephone No.:	
Collective Bargaining Agreement(s): No	
Total # of full-time company employees worldwide:	
Total # of full-time company employees in California:	
Estimated # of employees to be retrained or hired under this Agreement	t: